

DECEMBER 4, 1954

LEATHER AND SHOES

The Magazine for Executives

Popular Price Show Opens Buying Dam

United Shoe Announces New Terms

Profits Fall For Large Retailers

Shoescope Interprets New Fall '55 Fabric Colors

Shoe Manufacturers Hope Hide Exports Continue

Benson Says Canaigre Tannin Not Yet Ready

"Flex-ilience"

-extra comfort appeal

that sells your line

Here's a good way to win a retailer's interest. Tell him he's got two big selling points for shoes made with Armstrong Cushion Cork®. He can offer "Flex-ilience"—the exclusive blend of flexibility and resilience that active women are looking for in today's styles. And he can promise this extra comfort will last as long as the shoe is worn!

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SOFTNESS



RESILIENCE

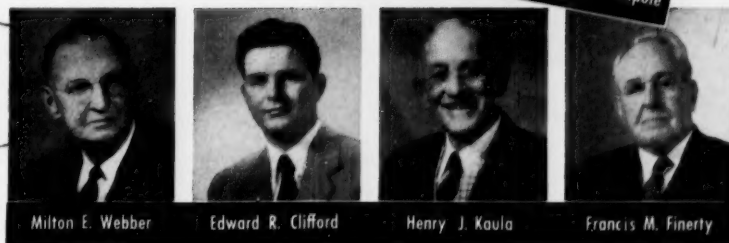
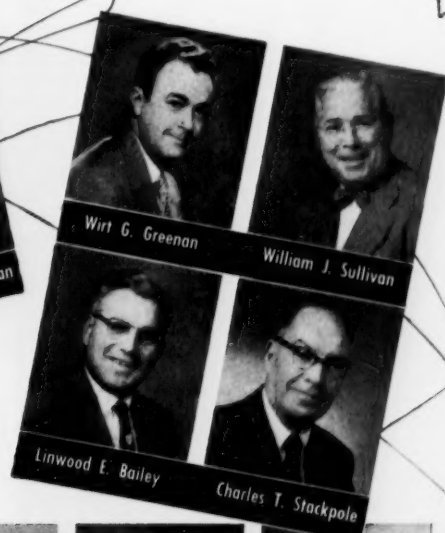
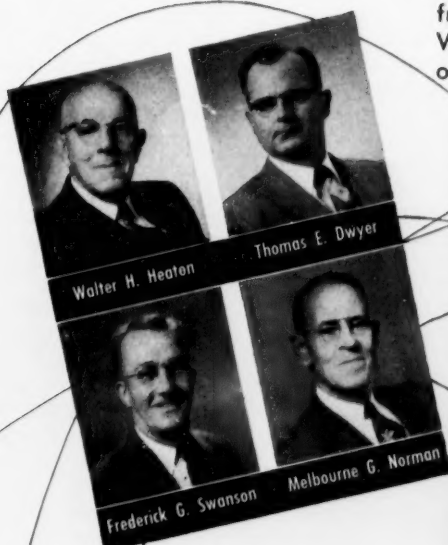


DOUBLE-ACTION
CUSHIONING

ASK YOUR Beckwith Box Toe Salesman...

These sales and service men of Beckwith and its affiliates Arden-Rayshine and Safety Box Toe have both the products and know-how to meet your specific shoemaking problems. Box Toes and other shoe specialties for everything from baby's booties to top sergeant's kicks. Materials ranging from softest felt to toughest austempered steel. We can't tell you the whole Beckwith story here, of course . . .

ASK YOUR SALESMAN.



Beckwith

MANUFACTURING COMPANY
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LISTEN TO THIS!

More sheep. Australia's sheep population has now reached an all-time record of nearly 130 million head, according to the Australian government. That's a four percent rise over 1953, and is about 2,000,000 higher than the previous record in 1952. Since 1947 there has been a steady rise in Australia's sheep population.

British gloves. British leather glove makers are waging a strong fight to recoup business that has been going to fabric gloves. One big new feature is the washability of British-made leather gloves. About 90 percent of these gloves are now washable—and the makers claim that these gloves will outwear three pairs of fabric gloves, thus making them more economical in the long run. Prices of leather gloves have also been reduced. And stronger promotional efforts are being used.

Growing discounts. It's reported that increasing numbers of shoes are being sold in discount houses. According to the Chamber of Commerce, discount houses are now doing \$25 billions in business annually, or about 18 percent of all retail trade. Total discount volume, including wholesale and service fields, is now running \$50 billions a year, and still rising.

Anti-static shoes. The British Standards Institution (the equivalent of our U. S. Bureau of Standards) has now issued standards giving specifications on the construction and methods of testing rubber footwear intended to facilitate grounding of static electricity likely to be generated in hospital operating rooms (where sparks sometimes ignite ether fumes and cause explosions).

Age teller. The world of science is currently excited about a new development—a method of telling the age of virtually any object or material by measuring the radioactivity of carbon (contain in practically all objects). All objects absorb radiocarbon from the air. The absorption and disappearance is at an unchangeable and measurable rate. A nuclear physicist at the University of Chicago completed such measurements on a wide variety of objects recently. Among them were several pairs of rope sandals found in Fort Rock Cave, Oregon. Their age: 9,000 years old.

Declining quebracho. Argentine shipments of quebracho for the first 8 months of 1954 were only 85,680 tons compared with 131,773 tons for the same period in 1954. The U. S. takes about half of these shipments.

Italy-Iran deal. Italy and Iran have just concluded an exchange deal in which Italy will send, among other goods, \$200,000 worth of tanning machinery; \$80,000 in tanning extracts; and \$30,000 worth of semi-tanned leather. In return, Iran is sending \$1,500,000 worth of raw sheep and goat skins, and buffalo hides.

The show must go on. They tossed Memphis wholesale shoe salesman Larcus J. McClellan in jail for five days for failure to make his alimony payments. But during his stay he did a brisk shoe business. From behind bars he sold shoes to some 15 or 20 friends and customers who visited him at the county clink. He also wrote about 20 business and personal letters while holed up.

Fertility and footwear. Makers of infants' and babies' footwear will be happy to learn that the National Office of Vital Statistics has again been forced to revise its earlier estimates on the 1954 baby crop. They've now changed the figures from the original 3.8 million to 4.1 million. And that's a new U. S. record for newborns.

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shoescope

the Advance Guide to Footwear Fashion

JUVENILE FOOTWEAR

Two-eyelet tie patterns for young boys showing substantial gains in orders placed to date for spring shoes. Low-topline patterns also getting good interest from retailers, although still a controversial issue with many who question fitting qualities.

Those favoring low-toplines for boys' shoes give following reasons for their stand: 1) boys want shoes like dad's; 2) fitting qualities won't present any more problems than many other styles like moccasin loafers, slip-ons, etc.; 3) fewer eyelets have strong appeal . . . easy lace-and-tie feature.

Another adult fashion trend influencing boys' footwear: soft leathers. Particularly in casual shoes. Retailers showing growing interest in lightweight summer casual footwear with soft, flexible uppers. "Frontier" pattern (1) in saddle tan glove leather with rawhide hand-lace detailing is example of soft casual trend.

Dressed-up look in boys' apparel will be promotional pitch in majority of retail clothing and department stores for pre-Easter selling period. Newspapers and consumer magazines will stress theme in editorial features and advertising. Good opportunity for shoe retailers to dramatize same theme effectively in window and interior displays plus local ads.

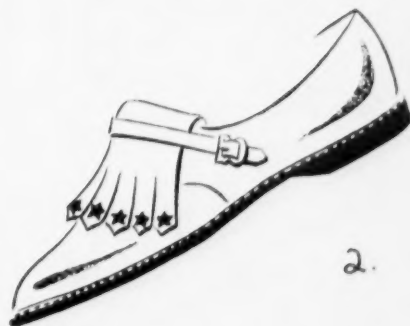
Nautical theme in girls' school-wear apparel expected to attain stronger fashion significance for spring-summer. Retail buying offices report upsurge in demand for girls' clothing with "sailor" trimmings. For shoe retailers this means good sales potential for navy, red or white shoes with similar trims. (2)

The "pretty look" continues as top fashion influence in girls' apparel for dress or party wear. Spring and summer styles expected to be volume sellers are shown in polished cottons and sheer fabrics with accent touches of embroidery, flower or dainty jewel and bead trim. "Pretty" dress shoes like the strap shell (3) in black patent with vamp cutout and tiny pink pearl trim will get good consumer demand if promoted as specifically coordinated with "pretty look" in apparel.

Pump styles for girls currently selling above expectations at retail. Many retailers who bought pumps very lightly as fringe novelty item report demand for pumps with dressy trim gaining momentum. Demand expected to continue strong through Easter selling period. Shaped heels on pump styles (4) getting good acceptance.

WOMEN'S FOOTWEAR

Advance confidential samples of 1955 fall and winter colors for woolens and worsteds have just been issued by the Textile Color Card Association for their members. Highlighted for sports and casual wear are "Harvest-Time" colors with emphasis on rich hues of autumn such





4.



5.



6.



7.

as: the moss-y greens, spiced pumpkin and russet shades, a bright peacock, scarlet, and purple grape.

Soft, winter pastels, called "Shades of the Sky" are shown for knitwear and separates. These are misty pastels but deeper than this summer's pale shades. Such names as: snow violet, coppermist, frosty aqua, twilight pink, cloud gold and sun azure describe the soft tone of these colors.

Twintones are cited for special fashion significance. Such combinations of two harmonizing shades as butterscotch, a rich yellowed-tan, and burnt chocolate, a deeper brown; two shades of blue-tone reds; two tones in the jade green range; the olive green range; greys, blues and a copper and amber combination, illustrate the twintone theme for fall woolens and worsteds. Much emphasis on beige-to-brown tones.

Significance of these colors to shoe manufacturers: good volume outlook for russet, amber and warm tans, moss-y greens, blue-toned reds in tailored and casual styles. Significant to high-fashion producers are the jade green and garnet reds. The pastels for after-five styles and at-home glamour shoes.

New shoe silhouette from Italy suggests covered-yet-bare look for flat-heel styles. Shoe (5) has scooped-low quarter, high banded instep and low shell vamp cutout. Banded instep holds foot in place and prevents foot from slipping out of quarter. Original model was created in deep blue kid leather.

Tailored footwear may be in for strong revival. Several high-fashion manufacturers report good acceptance of tailored styles recently introduced. Some predict revival of classic spectator styles with somewhat lighter detailing . . . others feel tailored shoes like the shrunken grain calf pump (6) with brogue punchings on turn-back tongue are more in keeping with new softly tailored apparel styles. Most indicate they are concentrating on more patterns along feminine-tailored lines.

MEN'S FOOTWEAR

New design idea in men's footwear comes from our associate editor in Spain. The upper consists of three major pattern pieces . . . two side pieces and an elongated tongue-like piece that runs from sole line up over the instep where it is buckled to the outer quarter, stitched on inner quarter. Shoe illustrated (7) is made in charcoal grey shrunken grain leather.

Color continues to revolutionize men's apparel field. S. Rudofker's Sons, leading makers of men's formal wear, introducing six pastel or "parfait" colors in men's summer formal jackets . . . blue, pink, helio, charcoal, maize, green. Summer formal trousers are featured in dusk grey and midnight blue. Suggests opportunity for similar color accents in men's formal footwear.

key sweater

Is There Really A "Saturation" Point To Footwear Consumption?

Rise In Consumer Spending for Shoes from 1.5 to 2 cents Boosts Output 130 Million Pairs And Sales \$1.5 Billions

There is an interesting economic undercurrent taking place in the food industry that has both a parallel and lesson for the shoe industry. It deals with the share of the consumer dollar going to a given industry.

Both food and shoes are basic consumer items. They are priority items in all consumer budgets — meaning that the family budget is spent first on these items, among a few others, and what's left over gets spent on secondary and luxury goods and services.

Now, back at the turn of the century the food budget of the average consumer amounted to 40-50 percent of disposable income. As national income rose over the years, a smaller share of income went to food. Today, food accounts for about 30 percent of disposable income.

The situation is paralleled in shoes. Around the turn of the century about 2.5 cents of the disposable consumer dollar went for shoes. By 1929-30 it was down to two cents. And today it's around 1.5 cents.

Now, this "loss" of share of consumer spending going into shoes today, as compared with the share 25 or 50 years ago, disturbs many shoe men. They chalk it up as a "failure" on the part of the industry to hold its share against competition of other products.

While there is some share of truth in this, there is also some unwarranted criticism of the industry. In short, failure to hold a former share of the consumer dollar is not necessarily a genuine failure. Rather, it is more likely the consequence of the immutable laws of economic changes.

Let's demonstrate this. First, the lower the level of living standards, the more the emphasis on basic consumer items. Spending is concentrated on necessities—food, shelter, clothing, etc. When incomes are low, there is little if anything left after purchase of the basic to buy

anything else, or to buy more of the basics. It is primarily a "survival" type of living standard.

For that reason the basics receive a *larger share* of the consumer dollar. Practically all spending is for those necessities.

But when consumer income rises, and there is more disposable income available, then the spending does one of two things, or both: (1) more of the necessities are purchased; (2) spending extends into semi-luxuries and luxuries.

If previous income was exceedingly low, then increased income tends to go into more of the necessities. For example, into more variety or greater amounts of food, or into more needed clothing. As incomes rise above that level, then the spending begins to extend into the semi-luxuries, the "extras."

As this happens, a *lesser share* goes to basics or necessities. And a *greater share* goes to items or services outside of necessities.

For example, at the turn of the century, clothing obtained about 12 percent of the consumer dollar. By the 1929-34 period it was down to 3.35 percent. And today it's down to about 7.75 percent.

Take by contrast a semi-luxury: furniture. At the turn of the century slightly more than one percent of the consumer dollar went for furniture. In the 1929-34 period it rose to 1.14 percent. And in the 1949-53 period is averaged 1.64 percent.

Now, in this changing economy have such basics as food, shoes and clothing "failed" in the sense of obtaining a declining share of the consumer dollar? And by contrast, have such semi-luxury items as furniture, cars, radio and TV sets, home appliances, etc. (all of which have shown gains in their respective shares of the consumer dollar) — have these items "succeeded"?

There has been neither exceptional failure nor success in the true sense as regards consumer spending for basics as against semi-luxuries.

For example, in 1929 consumers spent 2.14 percent of the disposable dollar for shoes, whereas in 1953 it was 1.5 cents. But in 1929 total shoe spending came to \$1.7 billions, while in 1953 it doubled to \$3.4 billions. Though part of this increase was due to higher prices, it wasn't much. Most of it was due to increased pairage — 304 million pairs in 1929 as against 501 million in 1953.

But suppose shoe business had been able to retain its former two-cent share of consumer spending. With 1954 consumer spending (disposable income) at \$252 billions, spending for shoes at the two-cent rate would have come to over \$5 billions instead of the \$3.5 billions it will actually receive this year.

A rise in shoe spending from the 1.5 cent rate to the two-cent rate is the equivalent of a 25 percent rise in shoe production. Thus shoe production for 1954 would have reached 656 million pairs instead of the estimated 525 million (new revised figures by Census Bureau).

That would also add up to a per capita production of 4.02 pairs as against the current rate of 3.30 pairs (new revised figures).

Can and should the industry now be producing at the rate of 656 million pairs, at a per capita of four pairs, with retail sales at \$5 billions?

Some believe we can and should be producing at that rate, while others feel such a rate is more optimistic than realistic. We will tend to ride along with the "optimists."

We ask one question: Is there a consumer-saturation point to any basic product; and if so, what is it?

There's nothing more basic than food. The food industry believes it can regain much of its "lost" share of the consumer dollar. The clothing industry believes likewise about apparel.

It can and should apply to shoes, too. The record shows that shoe consumption in some classes (women's, misses', infants') has shown appreciable increases. It demonstrates that we are still far from any "saturation" point in footwear consumption. What the industry must be more concerned with is a saturation point in setting its own goals ahead.

Reprints of the editorial at nominal cost: Up to 100, 10¢ each; 200-500, 5¢ each; 1000-3000, 2½¢ each; 5000 or over, 1½¢ each.



news X-Ray

Fine prospects stem from Popular Price Show . . . excellent spring run expected. . . . Shoe manufacturers strongly favor continued heavy hide exports overseas.



Outcome of the Popular Price Shoe Show in New York this week appears to be as gratifying as anticipated by most shoe manufacturers. A "good show" was the consensus. Looks like an appreciably better spring than '54, and at least matching spring of '53, which was wholesome.

Actual orders were at healthy level. But producers now expect steady flow of orders to come in over the next few months. Most manufacturers now resigned to late orders from retailers with requests for quick deliveries. Some makers of novelty shoes promising deliveries in as little as 10 days. These conditions tending to hold off some buying certain to come. Watch for deluge come January-February. Some say orders may hit new peak for that period.

Children's business reported terrific at the Show. Women's business was good, particularly in novelty items, but slower on casuals. Ordering of latter being held off until early spring items purchased.

Men's business getting a very big lift from new low-line types. Men's manufacturers say this type of shoe may comprise 50% of all men's dress shoe business next year, plus a good piece of casuals, too. And eventually, over next couple of years, may run as high as 75-80% of men's business. Retailers' needs to stock these new shoes may set off wave of buying that could make 1955 one of best years yet for men's shoe producers.

Retail shoe sales in 1954 will finally total higher than in 1953, according to report out of Washington. Sales have been moving at a faster-than-realized rate. While chains have shown only about 1% rise of last year, independents running about 3% ahead. (Note: shoe chains account for about 20% of all shoe sales, while independents account for 31%.)

This clearly indicates retailer inventory needs for shoes. Sales have been outrunning reorders for many months. It appears that retailers have held off new buying about as long as they can. Feeling is that a busy period ahead seems certain.



Shoe manufacturers appear strongly in favor of continued heavy exports of U. S. hides overseas—even if some exports are going to Iron Cur-

tain countries, directly or indirectly. That's the sentiment being *privately* expressed among shoe men.

Shoe manufacturers have reason for this. Ironically, many do not favor a "soft" hide or leather market. Such a market tends to depress shoe prices . . . and many shoe producers, with costs up and profits sorely pressed, claim that a forced downward trend in shoe prices at this time could result in serious trouble for them. The sloughed-off shoe production, which started in middle of 1953 and continued for more than a year, pushed a good number of manufacturers pretty closely against wall.

Moreover, soft hide markets tend to create uneasy publicity for the shoe industry . . . and for the leather industry, too. In such an atmosphere there's the relentless question: With hide prices way down, how come leather and shoe prices stay up? Consumer press tends to make issue of this point . . . and industry attempts to answer it often are without avail.

For example, while cattlehide prices are only 13% higher than in 1939, side leather prices are some 85% higher, and factory shoe prices more than 100% higher. If comparisons like this are taken without further analysis—it can easily be converted into an unfavorable story.

But a whole new pattern of leather pricing and shoe pricing factors has entered. Hides and skins used to comprise nearly 14% of the cost of a shoe in 1939. Today it's less than half that. Leather used to comprise about 50% of shoe's cost. Today it's 25-35%, depending upon the shoe. On the surface, this should mean appreciably lower leather and shoe prices.

However, tannery labor is up 180% over 1939, while shoe labor costs are up 175%. Salaries, distribution, taxes, overhead, clerical and administrative costs, etc.—all have shown enormous increases since 1939. Therefore, to consider hide prices as the "key" to leather and shoe prices would be in grave error. Nevertheless, this is what could happen . . . what the industry doesn't want to happen.

Continued heavy exports of surplus U. S. hides have so far kept the situation in pretty stable condition. A low-priced but not a soft-priced hide market. That's the way most shoe manufacturers and tanners evidently want to see it. And even some firming up of these markets would probably meet with no particular displeasure.

LEATHER AND SHOES



The Magazine for Executives

NO MORE GLOOM; SALES TO BOOM

Confident Mood Boosts Business At Popular Price Shoe Show

New Styles, Vivid Colors Brighten Trade
Approach To Spring And Summer 1955 Sales

The pall of gloom that hung over much of the shoe industry throughout most of 1954 had completely dissipated this past week by the time shoe manufacturers and suppliers exhibiting at the Popular Price Shoe Show in New York were ready to pack up and return home.

What sent shoemen home happy was concrete evidence that shoe retailers, though still on the cautious side, were getting ready for a big spring season — substantially better than spring 1954 and possibly the equal of 1953.

Buying at the show itself generally exceeded expectations. A majority of exhibitors reported actual bookings up an average of 10 percent over the 1953 spring showing. Even more encouraging, however, was the general feeling of solid optimism that pervaded show rooms. Manufacturers and retailers alike were willing to go out on the proverbial limb, predict an active spring 1955.

Unlike previous PPSSA's, most buying done at the show was concentrated within the first two days of the five-day showing. Both traffic and ordering were heavy on Sunday and Monday. By Tuesday, the tide receded somewhat as sellers and buyers, especially the larger firms, met by appointment only. Attendance as a whole was estimated by PPSSA co-managers, Maxwell Field and Edward Atkins, as 12-15 percent above last year's showing.

Reasons for trade confidence included a continued build-up of retailer inventories, begun several

months back, a tremendous influx of "radical" new styles in women's, children's and even men's footwear, and strong merchandising and promotion programs now under way at all levels.

Buyers, even the smaller retailers, reported themselves in a good "open to buy" position for spring. Although unseasonably warm weather over the country this fall dampened several important sales weeks, inventories are dangerously depleted in many cases. As one retailer put it: "My stocks right now are lower than they've been in years. I've got to buy some shoes for immediate delivery right now. If things work out as they promise, I'll be doing a lot more buying before next Easter."

Larger chains, particularly those selling women's and children's footwear, have already placed the bulk of their spring orders. What little they left unordered will be placed late this month or early in Jan. Department store buyers and independent retailers are working on a more conservative basis, making some commitments now but leaving themselves in a position to re-order in Jan. and Feb.

A leading manufacturer of women's novelty shoes said he had taken enough orders to keep his factory at near capacity through Feb. and expected to fill his quota of orders by the end of this month. Smaller manufacturers who produce the same types of shoes said their factories, operating until recently at 65 percent of capacity, would be upped to 85-90 percent upon their return from the show.

Children's shoes moved even better than expected with most manufacturers reporting a widespread interest in the new styles and colors introduced for spring. "Even the tots are so style-conscious these days," one manufacturer said, "that we've got to give them shoes as 'hep' as the ones their sisters and mothers are wearing."

Another encouraging aspect of the show was the brisk business done in men's show rooms. Although sales in men's footwear are traditionally behind women's and children's, men's shoe manufacturers said they were well ahead of last year's pace. Here again, new styling and colors, an entirely fresh approach, were credited.

John E. F. Foote, president of John Foote Shoe Co., and the New England Shoe and Leather Association, said the new Continental influence, low lines and charcoal colors, have completely revitalized the men's sales picture. "I look for as much as 50 percent of men's shoe production in the coming year to concentrate on the low-cuts," Foote said. "In addition to the staple browns and blacks, there will be plenty of the new charcoal tones in black and brown. It looks like the biggest style season we've had in decades."

Price, although not a vital factor at the show, came in for the usual amount of attention. Consensus was that spring shoe prices would hold current levels. Relative stability of the hide and leather market this fall and winter was cited by manufacturers. Still another point was the possibility of increased labor costs resulting from new 1955 contracts in the making. A good deal of interest was focused on United Shoe Machinery Corp.'s new rate schedules announced this week and their effect on manufacturers' costs. (See next page).

Next showing of the PPSSA for fall and winter 1955 was tentatively set for May 1-5, 1955 at the New Yorker and McAlpin.

United Announces New Terms With Five Major Leasing Changes

Separate Service Charges Set At \$4.80 An Hour,
With Same Rate For Travel, Plus Other Expenses

In a series of letters to their customers the United Shoe Machinery Corporation has announced a number of changes in that Company's business practices which will become effective January 1, 1955. These changes are required under the final decree in the civil action by the government against United under the Sherman Act and concern a new form of lease, new lease terms and sale prices, and charges for service.

United points out that the decree requires a new form of lease after the first of the year for new business, or where a shoe manufacturer wishes to retain a machine on lease after the expiration of his present agreement. In this new form of lease designated as Form B, United has endeavored to preserve for the shoe manufacturing industry, as far as practicable and possible, the advantages of the lease system which has been so firmly established in the industry substantially since the beginning of the use of machinery in the manufacture of footwear.

The changes in the new lease which will be of greatest interest to manufacturers are:

1. The term of the lease will be five years.
2. The lessee may return the machine at any time after one year upon payment of three months' additional rental.
3. Charges will be made for repair and other services.
4. There will be no minimum payments on machines carrying unit charges.
5. There will be no return or deferred payments.

In announcing a schedule of new lease terms and sale prices, United points out that the decree requires sale prices to be established for shoe machinery which is offered for lease. These charges must not make it substantially more advantageous to lease rather than to buy a machine. The Corporation states that its optional lease and sale terms were prepared with the aid of expert outside economists and in their opinion comply

with the requirements of the decree as applied to the average factory.

The announcement states that generally the new lease terms result in some increase in charges for the use

Facts On Sale Prices

- 278 machines were listed, with lease and sale terms for most.
- 9 were sale-priced between \$11,000 and \$15,000, with the latter the top price (two machines).
- 97 were sale-priced for under \$1,000.
- 112 will sell for between \$1,000 and \$5,000.
- 34 will sell for between \$5,000 and \$11,000.
- 17 carried no prices (terms on application).
- The 9 highest-priced machines (between \$11,000 and \$15,000) were as follows:

Goodyear Inseam Sewing Machine, Model B:	\$15,000
Goodyear Inseam Sewing Machine, Model C:	15,000
Lasting Machine, Model RA:	14,575
Wood Heel Nailing Machine, Model C:	13,175
Toe Lasting Machine, Model D:	12,950
Goodyear Welt Butting & Tacking Machine, Model B:	12,800
Cement Lasting Machine, Model A:	11,775
Outsole Stitching Machine, Model A:	11,250
Toe Lasting Machine, Model C:	11,000

of machines in spite of the fact that service is no longer included in the rates charged. This is due to the very substantial increase in costs and expenses, as well as Federal Income Tax rates, since current lease rates were

established. It is pointed out that the last revision in lease rates was in 1950 when the unit charges on a number of machines were increased, and the current rates on the great majority of rental machines are those established in 1947. Between 1922 and the end of World War II the only adjustment in United's lease charges was the reduction in unit charges applying to certain machines.

In respect to service, United points out that after January 1, 1955, machines may no longer be offered for lease on the basis of furnishing service without separate charge.

United recognizes the great importance to the shoe industry of a comprehensive, well-qualified service organization to keep at a minimum the lost time due to breakdowns, and its resultant costly effect on production and delivery schedules and will continue to make available prompt and expert service on machines of their manufacture. According to a tariff of charges for service which has been filed with the Court as required under the Decree, the charge for repair and other services from Branch Offices will be \$4.80 per hour. Travel will be at the same hourly charge plus expenses, and arrangements are provided to reduce the travel charges where factory locations provide economies.

United also announces that every effort will be made to maintain the high quality and efficiency of all aspects of their specialized services, and that production engineering assistance and general shoemaking advice will be available on a per diem rate.

Cox Leather to Move

B. E. Cox Leather Co., Peabody, Mass., tanners of sheepskins, is "giving full consideration to moving its tanning operations out of state," according to Richard Cox, superintendent and assistant treasurer of the firm. The tannery has been in operation in Peabody since 1911.

Cox stated that the chief reason for the consideration to move is that the firm feels that under present operating conditions and environment the company is "not competitive" with tanners of similar products in other parts of the country. A move to a more favorable environment, the company stated, would be advantageous.

TANNIN PROGRESS:

Canaigre Not Yet "Acceptable"

Secretary of Agriculture Ezra Taft Benson said this week that the use of canaigre as a leather tanning material "holds promise," but that it is not "acceptable" as yet. He gave his views in a report to the Joint Committee of Congress on Defense Production, which has just been made public.

The big trouble, the Secretary said, is that "intensive work is needed on variety improvement to obtain pure strains that can be propagated either from roots or seed."

Secretary Benson sent on a report reading:

"Approximately 85 percent of our domestic requirements of vegetable tannins are imported. Many domestic sources of these tannins have been explored but each, for one reason or another, has not so far proven acceptable.

"Canaigre, a desert root, yields a vegetable tannin of the same type as quebracho, one of our main imported tannins. A process, overcoming the sugar and starch content of the root, has been developed. The resulting tannin has been evaluated by tanning hides and given a practical test to the resulting sole leather. The process, while requiring some special equipment, can be readily installed.

"The yield of roots per acre and the fact that the roots can be grown on low-priced land and that it is possible to obtain high-quality tannins hold promise of a domestically available source of a high-grade vegetable tannin."

The report stated further, "Field work was continued with canaigre in order to obtain more information on proper cultural practices and harvesting methods. Some harvesting of one and two-year old crops was done in early June. Approximately 40 acres of one and two-year old canaigre plants are under cultivation and of these 30 acres are being harvested in order to obtain 50 tons of dried roots for the Eastern Utilization Branch.

"The breeding for improvement work is continuing with emphasis on

root yield, tannin content, and purity, and disease resistance. Progress is being made in providing a sound basis for producing canaigre as a farm crop, but intensive work is needed on variety improvement to obtain pure strains that can be propagated either from roots or seed. The Arizona Agricultural Experiment Station cooperates in production research and the Eastern Utilization Research Branch carries on extraction and tannin studies."

The ODM said canaigre is "the most promising potential domestic"

substitute for quebracho, wattle and chestnut, generally imported.

The U. S. Department of Agriculture research on growing and using of canaigre soon will add up to a total of 150 tons of canaigre supplied from experimental plantings since 1951 when the first harvest was made, the ODM said.

Disease problems in the canaigre plant are a problem at present, said ODM. The ODM gave its views in a stockpile report to Congress covering January through June of this year.

FROM SOAK to FINISH..

**Since tanning is a
coordination of all processes, we are
interested in every one of them,
and aim to contribute
here and there through the**

**DEVELOPMENT AND INTRODUCTION OF BETTER
CHEMICALS FOR TANNING**



National Research Corp. May Buy Nopco Chemical

National Research Corp., Boston, may acquire control of Nopco Chemical Co., Harrison, N. J., producers of tanning chemicals as well as chemicals for other industries. The control would come about by an exchange of stock now under consideration by both firms.

Under the exchange one share of a new National preferred issue and one-quarter share of National com-

mon would be traded for each share of Nopco common. Details of the plan have not yet been fully completed, but a special stockholders' meeting is being scheduled to work out the plan. The plan would be contingent upon exchange of a least 80 percent of Nopco's outstanding common stock.

Last year, Nopco had sales of \$13.9 million with a net of \$946,000. National's sales last year amounted to \$3,532,000, with a net of \$26,744. National does research in various chemical and industrial processes.

NOT AUTHORIZED

Army Denies Appeal For Smaller Shoe Firms

After two months of study, the Department of the Army has turned down an appeal that it take steps to channel more of its footwear buying to smaller shoe manufacturers.

Col. A. L. Bivens, chief of the procurement division, Office of the Army Quartermaster General, gave the word in a letter stating Army views.

"It has been determined that any deviation to the rule governing the prices to be paid for set aside quantities of footwear would undoubtedly establish a precedent which would affect all future military procurement regardless of the industry concerned," Bivens said.

The letter, which was dated Nov. 15, went to Maxwell Field, executive vice president of the New England Shoe and Leather Association.

Field said that the present set aside for small business is not working, as it entails a floor price which smaller firms are not able to meet and still stay in the profit column.

"We further propose," Field wrote, "that in approving future JD orders for shoes, instead of following current procedure of issuing both a formal invitation and a negotiated invitation of a set aside portion for small business, that two separate invitations be issued, either simultaneously or with a short interval.

"The first would be a regular invitation on a formal competitive bid basis. The second, a special procurement, would be limited to bids from small business concerns, awards to be based on competitive bid basis and quantity should follow present formula of approximately one-third of total pairage required. A smaller quantity would even be acceptable providing awards will be restricted to small business concerns."

At present, smaller concerns, in order to obtain the military business, must meet the "weighted average prices" bid by the larger firms. It works like this:

Assume the military wants 500,000 pairs of shoes, and sets aside 200,000 of this for small business. Assume, then, that larger firms bid variously \$4.10 and \$4.20. The weighted average then comes to \$4.15 a pair.

Small business firms bidding on the set aside portion, then must match the \$4.15 or else lose the chance to supply the military.



Today... tomorrow... at the height of your peak production periods or at any other time, you can order Anchor Brand Shoe Trimmings and get what you want... when you want it... fast! Here's why.

The Anchor Brand Line is complete in every way. There are hundreds of shoe buckles, loops, slides, rings, dees and ornaments to choose from... in all styles and sizes... for every purpose... all ready for immediate application. With Anchor Brand Trimmings there's no need for inadequate substitutes, no costly production delays. You simply state your specifications and, 9 times out of 10, your order is filled on the spot. You buy the best — and get the most — with Anchor Brand Shoe Trimmings. All are designed for beauty and made for wear.

Try us! Write now for complete details on The Line That Has Everything — ANCHOR BRAND.

New York • Boston
Philadelphia
Atlanta • Chicago
Buffalo • Detroit
St. Louis • Dallas
Los Angeles
San Francisco

NORTH & JUDD MANUFACTURING COMPANY
New Britain, Connecticut

Canadian Tanners Gross \$48 Millions In 1953

Canada's 60 tanners in 1953 shipped \$48 millions worth of products, about three percent more than in 1952, according to the annual report of the Leather Tanning Industry by the Dominion Bureau of Statistics. However, this was below the figures for earlier postwar years, and well below the 1947 peak of \$69 millions.

The values and principal types of leathers shipped in 1953 (with 1952 figures in parenthesis) are as follows:

Cattle and horse upper leather: \$17.5 millions (\$15.5 millions).

Sole leather: \$8 millions (\$7.8 millions).

Calf upper leather: \$6 millions (\$5.7 millions).

Glove leather: \$2.3 millions (\$3.7 millions).

Chrome splits: \$1.7 millions (\$1.7 millions).

The above five items accounted for about 74 percent of the total value of the industry's shipments for both 1953 and 1952.

Materials used by the tanning industry last year cost \$30.4 millions as compared with \$28 millions in 1952. Hides and skins represented

77 percent of the total materials cost in both years, and tanning extracts and chemicals and other materials accounted for the remaining 23 percent.

Hides and skins used in 1953 amounted to 4,088,000 with a total weight of 124 million pounds valued at \$22.5 millions. In 1952 these figures, respectively, were 3,750,000, 109 million pounds, and \$20 millions. Canadian skins and hides accounted for 2,860,000 of the 1953 total and 2,400,000 of the 1952 total.

The number of Canadian tanneries fell from 67 to 60 last year. However, the number of employees rose three percent, from 3,923 to 4,051. The industry's payroll rose nine percent to \$11,758,000.

Kambourian Says No Machine Service Charge

International Shoe Machinery Corp. will continue with its present policies and will make no extra charges for servicing of its machines. J. S. Kambourian, president, commenting upon the up-coming effects of the court decision in the United Shoe Machinery case, stated:

"We are mindful of the new serv-

ice problems facing shoe manufacturers after "A-Day" as set forth in the court's decision on United. Questions coming our way prompt me to reassure ISMC customers and others that our regular service on leased machines will be maintained at its usual high standards without separate charge.

"This service will be expanded and improved with the continuing growth of our company."

Potash Out—And In Again?

Irving Potash, former top official of the International Fur and Leather Workers Union, leaves Leavenworth Prison on Dec. 9 on expiration of his 5-year term. He was jailed with 11 other top U. S. Communist Party leaders on charges of conspiracy to overthrow the government by violence.

Upon release he will face another Federal indictment in New York and a possible second imprisonment. He also faces deportation.

Boston Power Seam Rubber Model CRP

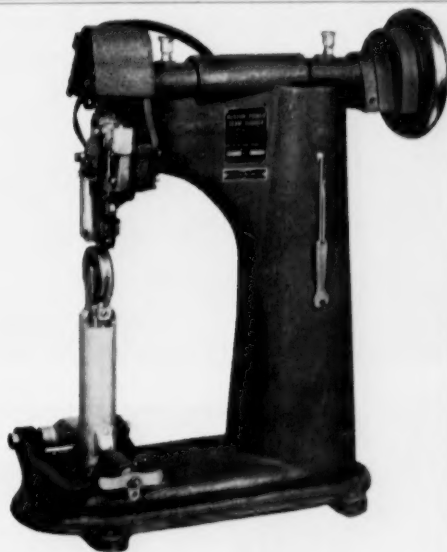
A machine-rubbed job that will compare favorably with hand rubbing.

An ingenious work guide holds up and supports the seam during the rubbing action to prevent rolled over backseams and thread fracture. Will rub down the lightest and heaviest leathers with equally good and uniform results. A secondary heated rubbing device, rheostatically controlled, puts a quality finish on the toughest seam.

An inexperienced operator can learn to run the machine in a few minutes, and in a short time can turn out between 50 and 60 dozen pairs per hour.

The roll support post is hinged and allows the operator to place closed uppers over it, as small as children's sizes, without difficulty.

Send us samples of your work to be rubbed.



BOSTON MACHINE WORKS CO.
LYNN MASS. U.S.A. CO.

BRANCH OFFICES:

Dallas, Texas	Whitman, Mass.	Chicago, Ill.	Kitchener, Ont.	Woodridge, N. J.
Johnson City, N. Y.	Cincinnati, Ohio	Milwaukee, Wis.	St. Louis, Mo.	Los Angeles, Cal.

Glove Industry Studied By State "Task Force"

New York Governor-elect Averill Harriman's state "economic task force" went into Gloversville last week to see what conditions prevailed in the area and what might be done to build up activity of the industries there. The three-man study team is investigating all industrial areas in the state.

The team met with 50 local business and industrial representatives at the Gloversville Chamber of Commerce. Discussion centered chiefly around the area's two main industries: tanning and glove-making.

Principal topic of discussion was the matter of promotional efforts to increase the wearing and consumption of leather gloves. Local leather and glove producers told the study team that their industry was unable to cope with the large-scale promotional efforts and expenditures by other industries.

However, another side of the picture was voiced when a local spokesman cited strongly that both management and labor in the local leather glove industry have in the past

"blocked all efforts to put the glove industry on a mass-production basis."

Harriman's "task force" noted all comments and suggestions, stating that the matter would receive Harriman's personal attention when he assumed office on January 1. The three-hour meeting was attended by representatives of local business, industry, trade associations, labor unions, government and public.

National Shoe Products Announces Sales Policies

Following a sales conference held this week, National Shoe Products Corp., Boston, has announced its sales policies.

Only lines of proved quality and performance will be handled.

There will be a one-price policy. Lowest possible prices consistent with quality and service will be maintained.

Invoices will be due and payable when rendered. There will be a two percent cash discount on early payments.

All products will be of guaranteed uniform, proved quality.

Inventories will be maintained at locations to insure prompt service.

Sales concentration will start in the New England, St. Louis and Chicago-Milwaukee areas. Other areas will be included after the first of the year.



NEW OFFICE MANAGER of Archie Kaplan Leathers, Inc., is Vito M. Cirillo. He will also assist in hide buying and in selling. Cirillo was for the past 13 years with Colonial Tanning Co., heading the firm's accounting department. For the past year he was with Colonial's Split Sales and Raw Materials division.

DRD *it's cheaper
to throw out
your lead and
wood plugs*

Save labor. Repair lasts with DRD,
the magical shoe last repair material
made of a synthetic compound.

PAWLING RUBBER CORP., Pawling, N. Y.

Snyder **FOR QUALITY
SHOE BUCKRAMS**

- FAST MULLING
- GREATER RIGIDITY AFTER MULLING
- RAPID FUSING OF LINING AND UPPER

Ask your supplier for
SNYDER BUCKRAMS
Once Used — No Other Will Satisfy

**SNYDER BUCKRAM CO. 621 RIVER ROAD
CLIFTON, N. J.**

**SAMPLES
ON REQUEST**

Wisconsin Tanning Symposium Program Set

The Fourth Annual Symposium of the Tanners Production Club of Wisconsin has been set for Saturday, January 15, at the Plankinton House, Milwaukee. Included in the program will be the following:

1. Influence of Depilation on character and grain of leather.
2. Modern trends in application of dyestuffs in coloring and finishing of leather.
3. Relative merits of pasted versus toggled leathers.
4. Panel discussion: drying and conditioning of leather.

The subjects will cover as much as possible the tannery and fabricator's viewpoint. Modern trends, production problems, new and old materials and their applications will also be discussed.

There will be a floor discussion on each subject. Program speakers will be announced later.

VOGUE calls them

"Bouquet Colors"

**Progressive
tanners make
them with**

GYCOLAN
Dyestuffs



More and more, experienced tanners turn to the Gycolan dyestuffs for their pastel-to-medium shades on garment and shoe leathers for the following reasons:

- ★ **GYCOLANS** provide a good range of blues, pinks, greens, beiges and other pastels for chrome-tanned grain, suede or split leathers.
- ★ **GYCOLANS** produce *level* dyeings . . . *clean* shades.
- ★ **GYCOLANS** give maximum uniformity from pack-to-pack.
- ★ **GYCOLANS** have excellent *blocking* and *top-buffing* qualities for bag, garment or shoe suedes.

Don't be discouraged with your Spring shades . . . it's easy to produce them with the Gycolans! Geigy technical facilities are at your service.

(Gycolan is a Geigy Registered Trademark)

GEIGY DYESTUFFS

DIVISION OF GEIGY CHEMICAL CORPORATION
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dyestuff makers since 1859

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PORTLAND, ORE. • PROVIDENCE • TORONTO • IN GREAT BRITAIN: The Geigy Co., Ltd., Manchester

"The Best Stitcher ever Made"

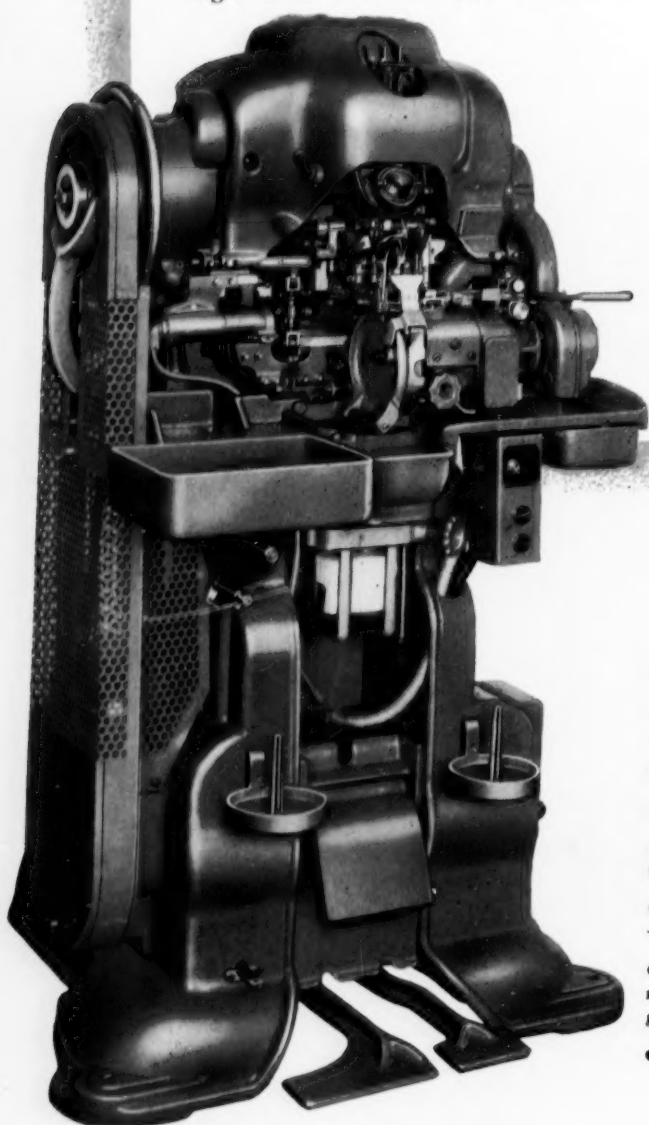
— the Goodyear Outsole Stitching Machine

MODEL "A"

Outstanding among dozens of improvements in this greatly advanced stitching machine is its new type feed action.

The work is fed by the combined movement of presser foot and table . . . instead of the awl. This new feed principle alone leads to quality advantages, some economies not before possible, and a reduction in operator effort.

For complete details about the new Model "A" Goodyear Outsole Stitching Machine, get in touch with the United Branch Office that serves you.



Leading features of the New Goodyear Outsole Stitching Machine — Model "A"

- Faster and smoother in operation.
- Awl and needle breakage reduced to a surprising degree with savings in costs and fewer delays.
- Better thread control system aids stitch appearance.
- Work is held firmly. Stitch is firmly set.
- Rubber and crepe soles can be stitched dry, saving time and money.
- Larger bobbin means fewer replacements per day — fewer wasted thread ends.
- Numerous improved design features — front-mounted wax pot — built-in light — improved edge gauge.
- Less operator training required.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

LEATHER and SHOES



SHOE SHOW

GUN METAL

leather by Lawrence

A handsome leather for the new light look!

Lawrence's supple Gun Metal is a natural for shoes, styled in the new light trend which is sweeping the country.

Esteemed for its radiant dressy appearance,

Gun Metal is an aristocrat among side leathers.

Applauded by manufacturers and retailers alike,

it is a favorite for men's, women's and children's shoes. Available in a variety of light and dark colors.

Send for swatches today.

A. C. LAWRENCE LEATHER CO.

A DIVISION OF SWIFT & COMPANY (INC.)

PEABODY, MASS.

Gun Metal is mellow

Gun Metal is supple

Gun Metal is rich

...it's naturally better



Now — better looking shoes
with DURAENE*
Packing Room Finishes

DURAENE Packing Room Finishes preserve and improve the natural beauty and aniline appearance of **DURAENE** tannery-finished leathers... thus improving the appearance of the finished shoe.

In meeting today's highly competitive selling conditions, **DURAENE** Finishes can give you just the advantage that spells sales success.

DURAENE is a completely new line of water-type finishes, yet WATER WON'T HURT THE FINISH.

DURAENE Finishes are "tight", water repellent, and durable.

DURAENE holds that factory-finished appearance longer. Its exciting new character, rich lustre, excellent feel and eye appeal will do much to brighten your sales picture.

Call or write your United Branch today for more information about **DURAENE**.

UNITED FINISHES

* DURAENE is a development and trademark of B. B. Chemical Co.

UNITED SHOE MACHINERY CORPORATION • BOSTON, MASS.

New Cost Accounting Methods For Retailers

The first major change in retail accounting procedures covering costs in almost 30 years is being introduced by the National Retail Dry Goods Association. Called "Expense Center Accounting Manual," it's designed to show retailers fresh techniques in cutting operating costs and improving profit margins.

The manual also makes clear just where expenses are incurred, and provides measures of productivity to enable the store to appraise its own performance.

It's expected that over 1,000 leading retail stores will adopt the new system before February 1, and that eventually the bulk of all retailers will be using the new system. The methods outlined in the manual can be applied to any type of distributing business.

Norton To Compo

The Norton Company, makers of grinding wheels, bricks and sticks, and abrasive grain for the shoe manufacturing industry, has appointed Compo Shoe Machinery Corp. as sales distributor for these products in the U. S.

George A. Park, Norton sales manager, stated, "Our company has decided to utilize the extensive facilities offered by Compo for selling and servicing the shoe manufacturing industry . . . on a national scale through their 125 sales-service men and 10 district offices."

Compo starts distribution of the Norton line January 1. George T. Swing, Compo's merchandise sales manager, will be in charge of Norton products sales.

\$1,000 Bid For Chemist

The American Leather Chemists Association is offering \$1,000 to some leather chemist who has a suitable paper for presentation at the meeting of the International Union of Leather Chemists Societies, which will be held in Sweden, August, 1955.

The money award will be used by the recipient to defray part of his expenses in attending this meeting in person. Applications must be

made before February 10, via an abstract or outline of the paper. The paper must concern original research and be of outstanding nature. Committee to judge the papers consists of Mieth Maeser, Fred O'Flaherty, and Harry Wilson.

MILITARY BUYING

Invitations

Whole Black Rubber Heels.

Invitation for bids has been issued by the Philadelphia Quartermaster Depot, 2800 So. 20th St., Philadelphia 45, Pa., on QM-36-030-55-295 covering Heel, Rubber, Whole, Black, 486,504 pairs. Bids will be opened at 10 a.m., EST, Dec. 15, at the Philadelphia office. Delivery schedule, March 1955. Procurement for U. S. Army.

Chamois Leather. General Services Adm., 250 Hudson St., New York 13, N. Y., has issued Inv. No. NY-2JR-59312 calling for 600 each, leather, chamois, sheepskin, oil-tanned, Int. Specs. KK-L-00167A, class 1, pocket-shaped, size E, 20 x 26 inches, for delivery to Fort Worth, Texas. Bid opens Dec. 7, 1954.

Bids

Chamois. General Services Administration, Region 2, N.Y.C., will open bids on Dec. 7 on Inv. NY-2JR-59312, calling for 600 oil tanned chamois skins in accordance with Interim Federal Specifications KK-L-00167A, dated Oct. 26, 1954, Class I, Size E.

Chamois Leather. Hoyt & Worthen Co., Haverhill, Mass., was low bidder under Inv. No. 59196 which opened at the General Services Adm., 250 Hudson St., New York 13, N. Y., and which called for 600 each, chamois, leather, oil tanned, Int. Fed. Specs. KK-L-00167a, class 1, pocket shaped, size E, 20 x 26 inches. Hoyt & Worthen quoted a unit price of \$1.69 each delivered to Ft. Worth, Texas, less a discount of 2% — 20 days. Bid opened Nov. 29, 1954.

Shoes, Safety. The Lehigh Safety Shoe Co., Emmaus, Pa., was low bidder under Inv. No. 161 which opened at the U. S. Naval Activities, 29th & Third Aves., Brooklyn 32, New York. The Lehigh Safety Shoe Co. quoted \$7.23 per pr. for shoes, safety, blucher style, black leather uppers with unlined quarters and lined vamps, corded, oil-resistant, synthetic rubber compound full double soles, leather soles, leather insoles, leather heel base and top lifts, 6 inch blucher style, straight tip pattern with steel safety toe box, Goodyear welt construction. The price of \$7.23 per pr. applied to sizes 8F, 9D, 10½E and for size 11E. The firm quoted a price of \$7.01.

Awards

Black Service Shoes. The Philadelphia Quartermaster has announced an award under negotiated Inv. No. 55-67 of a total of 26,145 pairs high black service shoes for the Air Corps to John Addison Footwear, Inc., at a unit price of \$5.10.

MYRTAN

Australian Eucalyptus Extract

ORDINARY-CLARIFIED-SOLID
FOR OUTSTANDING RESULTS AS A
RETAN ON CHROME. .SMOOTH CLEAN GRAIN

Tanexco, Inc.

SOLE AGENTS

549 W. WASHINGTON BLVD.

CHICAGO 6, ILLINOIS

Quality and Uniformity

Armour's QUALITY Leathers

Factory SOLE LEATHERS

BENDS, BACKS, SHOULDERS, BELLIES, SHANKS, Etc.

OUTSOLES

MEN'S • WOMEN'S • BOY'S
MISSIES' • CHILDREN'S
IN ALL GRADES AND WEIGHTS

Headquarters for Sole Leathers

Complete line of leather INSOLES and leather COUNTERS

ARMOUR LEATHER CO.
CHICAGO • NEW YORK • BOSTON

SPECIALISTS in SPLITS

SUEDE LININGS SOLE & GUSSET

GLOVE LEATHERS
HORSEHIDES
COWHIDES
SHANKS
BELLIES
DEERSKINS
MOCCASIN COWHIDE

A.L. GEBHARDT CO.
416 N. WATER ST. MILWAUKEE 1, WIS.
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GEBHARDT-VOIGT TANNING CO.
706 W. OREGON ST. MILWAUKEE

LEATHER MARKETS REPORT

Leather Demand Continues Steady; Prices Firm To Strong On Most Lines

Tanners' Week-To-Week Hide And Skin Buying Keeps Inventories At Manageable Levels

Sole Leather Sales better. Just enough improvement to keep tanners courageous. Result: all prices firm to strong. Small finished leather inventories general. Buyers' position weaker.

Very best light bends quoted at up to 63c. Usual top for lights about 60c. Good 8-9 iron bends bring about 55-56c and down with 53c most often paid. Best 9-10 iron stock asks 48-49c. Over 10 irons bring about 47c and down.

Sole Leather Offal keeps moving. Bellies sold well ahead and double rough shoulders need little pushing. Prices firm to strong.

Best bellies bring up to 27c but bulk of business done between 24-26c. Fewer available at 24c. Single shoulders in moderate demand at 36-37c for heads on. Heads off shoulders quoted at about 40c.

Good TR double rough shoulders bring 44c and down, while selected stock brings several cents more according to worth and end use.

Calf sold well ahead. Big run continues with blue and red outstanding colors in women's weights, tans and black in men's.

Up to about \$1.00 asked for men's top grades with about 85c the top

selection in the volume field. Grains grow steadily in importance as consumers accept the more rugged appearance in almost any shoe that does not have accompanying weight.

About 92c and down the usual top for women's weight small skin leather. Standard sized skins bring a top of about 87c. Some tanners quote about 80c and down, tannage and raw material used accounting for price slot.

Sheep demand steady. Prices generally unchanged. Linings still the big item, though some specialty leather getting slightly better play.

Up to about 24c asked for best boot lining russets. In the 18-20c range there is bulk business. Shoe lining russets get fair call at 22c and down with strong call at 15-18c. Colored vegetable linings quoted at 25c and down, with 32c and down the busy spot. Chrome linings do good business at 28c and down, sometimes ask up to 30c for top selection.

Side leather billings huge. Tanners report big production and big backlogs. New business comes along steadily at firm prices. Red and blue big with some, white best with others. Black and brown shades still account for much billing.

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1953 HIGH
CALF (Men's HM)	58-99	58-99	73-1.06	95-1.20
CALF (Women's)	53-93	53-93	62-1.03	80-1.03
CALF SUEDE	70-1.00	70-1.00	60-1.00	85-1.10
KID (Black Glazed)	55-90	55-90	55-90	75-90
KID SUEDE	40-90	40-90	48-91	80-96
PATENT (Extreme)	46-56	46-56	55-60	60-64
SHEEP (Russet Linings)	15-23	15-23	15-26	18-32
KIPS (Combination)	45-50	45-50	52-56	64-68
EXTREMES (Combination)	43-48	43-48	48-52	56-59
WORK ELK (Corrected)	31-35	31-35	37-41	38-45
SOLE (Light Bends)	61-63	60-63	65-68	68-72
BELLIES	25-27	24-25	27-29	26-28
SHOULDERS (Dbl. Rgh.)	42-46	40-44	51-53	51-56
SPLITS (Lt. Suede)	30-36	32-38	30-35	35-39
SPLITS (Finished Linings)	17-22	17-22	17-22	24-26
WELTING (1/2 x 1/4)	6 3/4	6 3/4	7 1/2	8
LIGHT NATIVE COWS	12 1/2-13	13-13 1/2	15 1/2	20 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

Top tannage combination leather brings up to about 50c for heavy kips, slightly more with some. Plenty of lighter leather sold at a cent or two less. Lower selections run down into 30s. Best heavy combination extremes quoted at about 48c and down. Up to about 43c asked for best tannage large leather while volume brings 38c and down.

Up to about 50c asked for chrome kips at one store while several cents less finds plenty of business being done at other stores. Extremes quoted at about 44c and down for most with up to 47c asked for best. Large chrome leather quoted at about 41c and down into the low 30s.

Splits need diversification.

Most sales made in highly competitive linings. Suedes and novelties slow. Work shoes slightly better but still far from satisfactory. Prices unchanged.

Best finished linings quoted at 18-22c. Bulk of business done at 15-19c. Suede linings ask up to 26c for very best, up to 23c for volume.

Heavy suede splits slow in all but white. Here much business done at 38c and down with up to 40c asked by at least one line. Light suede quoted at 38c and down, usually sells best at 34c and down.

Work Glove Leather moderate.

Tanners reported demand rather slow for splits. Buyers cautious following recent purchases and becoming more inventory-minded with approach of year end. Work glove manufacturers attempt to whittle down inventories of finished product and only purchase fill-in lots of leather whenever needed. Tanners say present activity is confined mostly to making deliveries on old orders. LM weight work glove splits continue around 12-13c for No. 1 grade, 11-12c for No. 2 grade and 10-11c for No. 3 grade. M weight is unchanged, No. 1 grade at 13-14c, No. 2 grade at 12-13c and No. 3 grade at 11-12c.

Garment Leathers hesitate.

Market mixed this week. Most activity reported in sheepskin garment leather, particularly suede. Some fill-in orders reported at going prices. A range of 22 to 26c covers most popular tannages of suede. Grain finish quoted unchanged at 24-26c and down but some steady business indicated here, too. Meanwhile, demand spotty for horsehide garment leather. Several tanners reported slow business and others indicated occasional bookings with prices unchanged, averaging around 32-33c. Cowhide garment leather bringing mostly 30-32c for regular tannages.

Some specialty lines at slightly higher lists.

Dry-cleanable garment leather is holding the spotlight. No definite quotations made but 35c mentioned for the tops with other grades down to 28c. 32c and down mentioned for men's weights.

High color Iranians, light weights, quoted at 28c, 23c and 19c. Some sampling at these prices. Cabs in high colors offered at 36c.

Kid Leather Markets

Kid leather tanners of Philadelphia fairly busy. Black glazed still moving well and tanners who have sent out color samples say orders are beginning to come in for them in fairly good quantity. Interest shown by buyers covers a variety of colors. However, even with fairly active business beginning to materialize in the brighter shades most local tanners confine their offerings to the staple reds and blues. Black suede is not moving too well but white suede strong. Linings excellent sellers in colors as well as white, and black. Nothing seems to have developed in the slipper leathers. Not much new in crushed. Prices firm. Rawskins prices very firm and many skins "hard to impossible" to get.

Average Kid Leather Prices

Suede 32c-90c
Crushed 35c-75c
Slipper 25c-60c
Glazed 25c-\$1.00
Linings 25c-55c
Satin Mats 69c-98c

Sole Leather Markets

Philadelphia tanners found some decrease in business this past week. It is felt that part of the reason for this is that a holiday always slows down business somewhat. No price changes were quoted.

Belting Leather Markets

Philadelphia tanners report that business seems to have slowed down this past week. Tanners feel that the fact that a holiday occurred during this time may have been a contributing factor; some feel that as the end of the year approaches, the belting industry is meeting its usual dropping off of business. Prices unchanged. Carriers reported a considerable slowdown in business and are not too optimistic about immediate future. Price lists same as they have been for about six months, with most claiming that they do not anticipate any new published prices within the next few weeks.

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MOCCASIN
SLIPPER
SOLE**



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Bag, Case and Strap slow. New business disappointing. In certain instances, price concessions offered as an incentive. This gave market easier undertone. Prices on russet strap leather reduced by about 2c in at least one direction and case leather prices unchanged to about 1c off. Case leather of 2-2½ ounce quoted around 42c and 3-3½ ounce at 43c. Grade A russet strap leather of 4/5 ounce dropped to 48c, 5/6 ounce to 50c, 6/7 ounce to 52c, 7/8 ounce to 54c, 8/9 ounce to 56c, 9/10 ounce to 59c and 10/11 ounce to 62c. Grade B prices continued about 2-3c less and Grade C about 5-6c less. Colors now bring 3c to 4c above russet prices while a premium of 2c is still charged for glazed finish.

Spruce extract, tks., f.o.b. wks	.01%
Myrobalan extract, solid, 55% tannin	.07%
Myrobalan extract, solid, 50% tannin	.07
Myrobalan extract, powdered, 60%	.09
Valonia extract, powdered, 63%	.08½
Quebracho extract, powdered, Swedish spray dried, 76-78% tannin	.16%
Wattle extract, powdered, Swedish, 73% tannin	.15%
Powdered Spruce, spray dried, Swedish	.04
Myrobalan, Swedish, powdered 68-70%	.11½
Oakwood, Swedish, solid, 60-62%	.11½
Oakwood, Swedish, powdered, 64-66%	.11%
Larchbark, Swedish, solid, 54-56%	.11½
Larchbark, powdered, Swedish spray-dried, 58-60%	.12½

Tanners' Oils

Cod Oil, Nfld., loose basis, gal.	.95
Cod, sulphonated, pure 25% moisture	.13-13½
Cod, sulphonated, 25% added mineral	.11½-12
Cod, sulphonated, 50% added mineral	.11-11½
Castor oil, No. 1 C.P. drs. L.C.I.	.20
Sulphonated castor oil, 75%	.20
Linseed oil, tks., f.o.b. Minn.	.13.5
drums, c.l.	.15
Neatsfoot, 20° C.T.	.28-29
Neatsfoot, 30° C.T.	.26-27
Neatsfoot, prime drums, c.l., f.o.b. Chicago	.18%
L.C.I., f.o.b. Chicago	.18%-19%
Neatsfoot, sulphonated, 75%	.18-18½
Olive, denatured, drs. gal.	1.95
Waterless Moellon	.14½
Artificial Moellon, 25% moisture	.14
Chamois Moellon, 25% moisture	.11-12
Common degreas	.10%-12
Neutral degreas	.23-24
Sulphonated Tallow, 75%	.13½-14
Sulphonated Tallow, 50%	.10½-11
Sponging compound	.13-14
Split Oil	.11-12
Sulphonated sperm, 25% moisture	.19

Petroleum Oils, 200 seconds visc., tks., f.o.b., gal.	.14%
Petroleum Oils, 150 seconds visc., tks., f.o.b., gal.	.13%
Petroleum Oils, 100 seconds visc., tks., f.o.b., gal.	.12%

*Imported Extracts are plus duty.

Tanning Materials

Raw Tanning Materials

Wattle Bark, ton "Fair average"	\$98.00
"Merchantable"	\$94.00
Myrobalans, J. I.'s Bombay	\$43.00
Sorted	\$48.00
Genuines	\$53.00
Crushed 42-44%	\$62.00
Valonia Cups, 30-32% guaranteed	\$44.00
Valonia Beards, 40-42% guaranteed	\$57.00
Mangrove Bark, Ecuadorian	\$55.00
Mangrove Bark, Colombian	\$58.00
Mangrove Bark, 38% E. African	\$68.00
Divi Divi, Dom. 48% basis shp't, bag	\$72.00
Divi Divi, Col. 42%	\$65.00
Sumac, 28% leaf	\$130.00
Ground	\$125.00

Tanning Extracts*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.00
Barrels, c.l.	4.75
Barrels, l.c.l.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.32
Bags, l.c.l.	11.02
Cutch, solid Borneo, 55% tannin	.08½
Hemlock Extract, 25% tannin, tk. cars	
f.o.b. works	.06½
bbls. c.l.	.06%
Oak bark extract, 25% tannin, lb.	
bbls. 6½-6¾, tks.	.06½
Quebracho Extract:	
Solid ord., guaranteed 63% tannin,	
11 21/32	
Solid, Clar., guaranteed 64% tannin,	
c.l.	.12 23/64
Wattle extract, solid, c.l., East African 60% tannin	.09%
Wattle extract, solid, c.l., South African 60% tannin	.10
Powdered super spruce, bags, c.l.	
.05¼; l.c.l.	.05½

37 Embarrassed

Financial embarrassments of footwear manufacturers totaled 37 in 1953, compared with 33 for both 1952 and 1951. Failures and liquidations combined usually total from 5 to 10 percent of the total firms in the industry each year. Principal causes appear to be keen competition, inefficient management, insufficient capital, inadequate cost systems and various production problems.

Hides And Skins Barely Steady In Face Of Moderate Trading

Buyers In And Out With Market Fluctuations
Some Exporters Always Ready To Take Up Slack

Big Packer Hides steadier.

Following weakness developed in big packer market last week, trading, effected at $\frac{1}{2}$ c to $\frac{1}{2}$ c declines placed most big four killers in a comfortable inventory position. Packers started the week's trading by selling approximately 35,000 hides.

First trading reported in branded steers, three packers selling several cars each at 10c for butts and $9\frac{1}{2}$ c for Colorados. Another packer moved some Denver production brands comprised of 800 mixed butts at $9\frac{1}{2}$ c and Colorados at 9c.

The same packers moved branded cows in substantial volume, regular northern and river points bringing $9\frac{1}{2}$ c, Denvers 9c, and southwestern light average points including Wichita 10c. These prices considered steady. Some of the buying was for tanner account.

One packer sold 4,400 heavy cows from northern and river points at $10\frac{1}{2}$ c and also 1,500 from Chicago at 11c. These prices established late in the preceding week by same producer who moved about 15,000 at that time. Also, this packer moved seven cars of river light cows at 13c and later St. Paul type and Chicago-Milwaukee productions sold at $12\frac{1}{2}$ c. Further interest this week at $12\frac{1}{2}$ c to 13c as to points.

Heavy native steers somewhat mixed at end of last week as sales were reported at $10\frac{1}{2}$ c for River-St. Paul productions and 11c for Chicagos with other sales of River points also reported at 11c. Some buyers were only willing to bid $12\frac{1}{2}$ c on light native steers following moderate trading effected at 13c. One packer sold a car of about 600 bulls from a River point at 8c for native and 7c for branded.

Independent Packers hold own. Several outside packers started trading early this week at established big four trading levels. A Minnesota packer sold 650 branded cows at $9\frac{1}{2}$ c and a large Iowa packer sold

950 Sioux Falls Colorado steers at $9\frac{1}{2}$ c. The Iowa packer also sold 1,450 Estherville, Iowa heavy native steers at 11c, these hides being of October-November takeoff. The same killer sold 2,000 Ottumwa light native cows at 13c. Packers' Association at Chicago sold a car of light cows at 13c. At mid-week a big packer sold November production hides from Salt Lake City estimated at 1,000 steers and 1,600 cows at 9c. New York packers moved a few cars of various selections. One killer sold 1,600 branded steers at 10c for butts and $9\frac{1}{2}$ c for Colorados. Another New York packer sold 900 December native steers at $11\frac{1}{2}$ c. Last trading in southeastern light hides involved a couple packs from Nashville and Moultrie at 14c for natives and 12c for brands.

Small Packer Hides wobble.

Following declines last week in big packer hides, buyers of small packer productions showed more caution and most tanners inclined to revise ideas of value downward. Light hides from the southwest offered early in week at various prices regarded as comparatively high in buying quarters. Texas 40-41 lb. avg. small packers offered at 13c without takers; some sellers looking for bids at $12\frac{1}{2}$ c. Buyers slow to bid above 12c. Midwestern productions averaging around 46 lbs. nominally around $11\frac{1}{2}$ -12c and 48-50 lb. avg. hides around 11- $11\frac{1}{2}$ c. Sellers offered 50-52 lb. avg. hides at midweek down to $11\frac{1}{2}$ c but best bid was 11c and some tanners talked $10\frac{1}{2}$ c., selected fob. shipping points. Although sellers had higher ideas, 10c seemed to be about a top for business in heavier hides averaging up to 55-56 lbs.

Dry Sheepskins continue mixed.

Most of the hair sheepskin markets said to be easier. Difficult to confirm much business as most buyers contend levels still too high. Brazil cabrettas firmly held at \$13-\$13.50 fob. for regulars and \$15.50 fob. for specials. U. S. operators usually have ideas pegged at \$12.50 fob. for regulars and \$14.75 fob. for specials. Shippers of Addis-ababa

HIDE FUTURES

	Close Dec. 2	Close Nov. 24	High for Week	Low for Week	Net Change
January	11.65T	11.85B	12.30	11.62	-20
April	12.30T	12.55T	13.05	12.29	-25
July	12.92B	13.16T	13.60	12.92	-24
October	13.40B	13.67B	13.60	13.40	-27
January	13.88B	14.07B	14.31	13.90	-19
April	14.28B	14.45B	14.38	14.38	-17

Total Sales: 341 Lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers	$10\frac{1}{2}$ -11	$11\frac{1}{2}$ -12 $\frac{1}{2}$	$11\frac{1}{2}$ -12	14 -14 $\frac{1}{2}$
Light native steers	13 -13 $\frac{1}{2}$	$13\frac{1}{2}$ -19N	$13\frac{1}{2}$ -14	$15\frac{1}{2}$ -16
Ex. light native steers ..	18 -18 $\frac{1}{2}$ N	$18\frac{1}{2}$ -19N	19 $\frac{1}{2}$ N	18N
Heavy native cows	$10\frac{1}{2}$ -11	$11\frac{1}{2}$ -12	$11\frac{1}{2}$ -12	13 -14
Light native cows	$12\frac{1}{2}$ -13	13 -13 $\frac{1}{2}$	13 -13 $\frac{1}{2}$	15
Heavy Texas steers	10	10 -10 $\frac{1}{2}$	10	11
Butt branded steers	10	10 -10 $\frac{1}{2}$	10	11
Light Texas steers	11	$11\frac{1}{2}$ -12N	$10\frac{1}{2}$ -11	13
Ex. light Texas steers ..	$12\frac{1}{2}$	15N	$14\frac{1}{2}$ N	$13\frac{1}{2}$
Colorado steers	$9\frac{1}{2}$	$9\frac{1}{2}$ -10	$9\frac{1}{2}$	10
Branded cows	$9\frac{1}{2}$ -10	10 -10 $\frac{1}{2}$	10 -10 $\frac{1}{2}$	12 -12 $\frac{1}{2}$
Native bulls	8	8 $\frac{1}{2}$	8 $\frac{1}{2}$	$9\frac{1}{2}$ -10
Branded bulls	7	7 $\frac{1}{2}$	7 $\frac{1}{2}$	8 $\frac{1}{2}$ -9
Packer calveskins	$27\frac{1}{2}$ -40	$27\frac{1}{2}$ -40	$27\frac{1}{2}$ -40	42 $\frac{1}{2}$ -50
Packer kipskins	$21\frac{1}{2}$ -23	22 -23 $\frac{1}{2}$	$21\frac{1}{2}$ -23	25 -30

NOTE: Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

butcher skins now requesting bids with none forthcoming. Cape gloves also said to be easier although Europe still operating and paying better prices.

Wool sheepskin markets firmed at origin with reports from Australia. Melbourne market was one to two pence higher with lambs mostly affected while at Sydney, 55,000 skins were offered, sheep, 56s and up, two to six pence higher, lambs, two to three pence higher and all others one to four pence higher.

Pigskins falter. Europe showing relatively little interest as reports indicate holders have carried over raw stock as well as leather, which they are trying to move before re-entering the market. However, there were some indications of \$1.80 c&f. for Para greys with some unconfirmed reports that slightly better has been paid. Shippers are firm and have been asking \$1.80 for Parana River greys and \$1.20 for blacks, \$2.00 fob. for Peruvian greys and \$1.00 fob. for blacks, \$1.60 fob. for Maranhoe greys and \$1.00 fob. for blacks and \$1.60 fob. for Para greys. Blacks held 95c-\$1.00 fob. There is said to be some interest in Para grey peccaries at \$1.50 fob. and blacks at 85c fob., last trading basis and for Peruvian greys \$1.90 c&f. Chacoa carpinchos salable at \$2.35 c&f.

Pickled Skins firm. New season North Island New Zealand lambs

have firmed up and following sales to Europe of "Hellaby" and "Westfield" at 40 shillings, U. S. stepped into market and purchased around 10,000 dozen involving "HBMG" at 38 shillings, "Tomoana" and "Patea" at 41 shillings and "AFFCO" Horotiu and South—down at 42 shillings. Freezers now asking 45 shillings. Bulk of last season's skins have been bought by U. S. tanners at prices ranging from 31-36/6 shillings, as to brands. The Iranian pickled sheepskin market continues to rule quiet with top grades held for \$11.50. India market quite firm. The domestic market is about unchanged with late sales lambs at \$6.75-7 and sheep at 25c more, per dozen.

Reptile stronger. Last confirmed sales of 9 inches up, averaging 10 inches, 80/20 selection, at 28-29c with most buyers views at the 28c level and up to 32c now asked along with 20c for 8 inches up, averaging 9 inches and 38c for 10 inches up, averaging 11 inches. Bids noted at 71½c for the small sizes and 34c for the large sizes. Some bark tanned Agra back cut lizards, 8 inches up, averaging 9 inches, 70/30 selection, sold for 25c. Not much change in ring lizards with relatively little call in this market. Alligators nominally unchanged.

Deerskins more active. Brazil "jacks" somewhat easier. Following recent purchases at 74c, basis manufacturers, and even slightly higher, buyers have reduced their ideas to 72c, basis manufacturers. Relatively few offers coming in and most shippers quite firm in their ideas due to scarcity of supplies. New Zealand moving fairly well at 75-76c c&f. Peruvian "jacks" held for 68c fob. and buyers ideas around 67c c&f. Domestic market quite active.

Most activity has been in western skins, where sales have been made at from \$1.50 to \$1.65, as to lots. Some small lots of New York state skins moved. Some trading in Canadians at slightly over \$2.00, though most sellers' views from \$2.15 up.

Country Hides slower. An easy undertone apparent. Buyers backed away from last prices and offerings of mixed lots of allweights including rendered hides at 8-8½c and locker-butcher hides free of renderers at 8½-9c for 48-50 lb avg. lots flat tr'd. fob. shipping points very slow to sell. A sale of some 45 lb. avg. locker-butcher hides reported at 8½c. Some

tanners named limits about a half cent less for new business in 48-50 lb. avg. lots. Glue hides, depending upon sellers and lots involved, offered at 6-6½c on a carload basis. Country bulls nominally quoted at 4½-5c fob. for carload lots.

Calf and Kip roll along. One big packer sold 4,600 Oklahoma City production at 22½c for kip and 21½c for overweights. These prices established in trading late in the preceding week when another packer sold 4,000 from same point, registering a half cent decline at that time. Also, about 6,000 northern and river kip sold at 23c with overweights at 22½c. Calfskins holding steady with movement of northern at unchanged prices of 40c for lights, 35c for heavies while rivers last brought 35c for lights and 27½c for heavies. Last reported trading in packer regular slunks at \$1.65 while large hairless brought 85c. The small packer calfskin market unchanged at 24-25c for regular northern allweights, one car selling at the inside figure. Small packer kips moved in the range of 17-18c as to sections, sellers, etc. Latest actual sale involved Texas small packers at 17c whereas previous sale of similar production was 18c. Country calf was quoted at 17-18c for carload lots, the outside price last paid and still asked for good allweights. Country kip offered in carlots at 12c.

Horse Hides unchanged. One lot of good northern slaughterer whole hides sold at \$6.75 trimmed fob. shipping point. Another car of very good 70 lb. avg. or heavier untrimmed hides sold at \$7.75 fob. shipping point. Most sellers have been asking about 25c more while buyers have been holding to ideas about 25c less than the above prices. Little change in market for cut stock.

Sheepskins soft to firm. A big packer sold a car of very choice west coast clips at \$2.90 with No. 1 shearlings at \$2.40. Midwestern productions eased on late sales of clips down to \$2.65 while No. 1 shearlings brought \$2.15. Additional sales of No. 2 shearlings at \$1.20 and No. 3s at 50c. Pullers not very enthusiastic about buying lamb pelts following recent business at \$2.75 per cwt. live-weight basis for good packer November production.



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PEOPLE

About industry personalities coast to coast

• **Merrill A. Watson**, executive vice-president of the National Shoe Manufacturers Association, will be featured luncheon speaker at the spring meeting of the National Hide Association at French Lick Springs, Ind., next June.

• The C. A. Eaton Shoe Co., Brockton, Mass., has announced three new promotions: **Raymond Shepherd** becomes sales manager; **Mrs. Evelyn Cassidy** becomes assistant treasurer; and **Edward Robinson** becomes office manager.

• **Robert Rubin** has been appointed president of the Baltimore Shoe Club for 1955. Rubin is the shoe buyer for Epstein's Dept. Store, Baltimore. President Emeritus of the Club is **Nathan Schenthal**.

• **Donald C. Burgess**, merchandise manager of Spencer Shoe Corp., has been made vice-president of the firm,

succeeding Phillip Mulvihill, who remains as a director.

• **Hartley A. Hegeler**, executive vice-president and a director of Surpass Leather Co., Philadelphia, has resigned, effective the end of December. He has made no plans for the moment.

• **Raymond B. Shlora** has been elected vice-president of H. H. Brown Shoe Co., Worcester, Mass., and of the company's Canadian subsidiary in Montreal, which Shlora manages. He has been assistant treasurer of the subsidiary since its organization in 1953.

• **Kiryu Matsuki**, chief of the material section, Meiji Leather Co., Tokyo, Japan, is visiting leading U. S. shoe and leather manufacturing centers. Before returning to Japan he will spend a month visiting European shoe and leather centers. He is accompanied by **Atsui Kubo**, a hide buyer for Pacific Overseas, Inc.

• **D. O. Kibler**, former president of the National Hide Association, will head the Association's Leather Promotion Committee. He is also the NHA representative on the advisory board of the Leather Industries of America.

• **Fiske R. Gove** has been appointed an Administrative Assistant at National Shoe Products Corporation's Boston office. Gove was formerly assistant to the Director of Sales at United Shoe Machinery's Haverhill office and has an extensive background in sales and product service to shoe manufacturers.

• **Warren T. Gurrville**, shoe designer and model cutter, has severed his connections with Frederick E. Blanchard Co. and is now working for United States Shoe Corporation, Cincinnati. He is well known in the shoe industry, having worked for the G. Edwin Smith Shoe Co., The Prima Footwear Inc., and The H. C. Godman Co.

• **John W. Pfeiffer** has been appointed manager of Foreign Industrial Promotion. Pfeiffer was formerly associated with the Dyestuff Sales Department of the Organic Chemicals Division, calling on the leather trade.

(more People on page 30)



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GENUINE SHEEP and LAMBSKIN LEATHER

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NEWS QUICKS

About industry happenings coast to coast

Massachusetts

• The plant of the **Newbury Shoe Co.**, Newburyport, has been purchased by the Charles Realty Corp., whose officers are Mrs. Elsie Winer and Simon Shain, both officers of Newbury Shoe, which was started five years ago. The plant had originally been purchased from A. S. Beck Corp.

• **George Fromer**, of George Fromer Co., Peabody, has been named liquidating agent for the Lang Tanning Co., Kitchener, Ontario. Sale of the plant's machinery and equipment will be announced shortly.

• **Irving Tanning Co.**, Boston, is remodeling the entire front of its building on Beach St. in an expansion program wherein the company will occupy five floors and basement of the building.

• **Hamilton Shoe Co.**, formerly of Boston, will locate in East Braintree about December 15, according to president Hyman Fine. The 39-year-old firm, makers of men's and boys' Goodyear welts, will employ about 60 to start, but will expand to 125 workers by early next year.

• The **Boston Boot & Shoe Club** will hold its annual Christmas meeting on the evening of Wednesday, December 15, at the Hotel Statler, Boston. President George Hamel has announced an outstanding entertainment program under the direction of Irwin Katz, entertainment committee chairman.

• **L & L Leather Co., Inc.**, Haverhill, has recently been formed to deal in general shoe and leather goods. President and treasurer is Anne Freedman.

New York

• **A. S. Beck Shoe Corp.** opened its 147th retail store this week at 59th St. and Lexington Ave., New York. It's the 61st Beck store in Greater New York and the 9th in midtown Manhattan.

• **Hickok Mfg. Co.**, Rochester, maker of leather waistbelts and other accessories, is shutting its Mount Morris, N. Y., plant on December 17,

due to reduced demand for products produced there. The plant, built in 1946, once employed 200, now is down to 77. Some of these employees will be moved to the Rochester plant.

• **Lucky Footwear Corp.**, Brooklyn, has been formed to produce women's shoes. Officers are Stanley Reader, president; Samuel Blechman, treasurer; Joseph Calderazzo and Bennett Bechman as vice-presidents.

• The **Hall Chemical Co., Inc.**, Buffalo, has just moved its manufacturing and office facilities from that city to North Abington, Mass., where the address is Box 205.

• A granite monument to **Endicott-Johnson** employees who died in World War II was dedicated last week on the grounds of the company's BBB Factory in Binghamton. The monu-

ment was purchased with funds donated by employees of the company's three Binghamton plants.

• **Adhesive Products Corp.**, New York, has introduced a new pressure-sensitive adhesive called Prestix. When applied to leather, plastic or other materials, the coated material becomes self-adherent.

• **S. Minkin & Son, Inc.**, New York, is a new firm. It succeeds a sole cutting firm of similar name. Principals are Joseph and Jenö Roth and Emanuel Stern.

• **Karg Brothers**, Johnstown tanners, has installed a new hopper to control flue ash which has been the cause of complaints from local residents. The installation was made at a cost of several thousand dollars.

• Company members of the **Tanners' Council** participating in the new cooperative research projects will meet in New York on December 8, at which time research objectives and methods will be determined.

Pennsylvania

• The **Central Pennsylvania Shoe**

WORK TICKETS
TO SPEED PRODUCTION

Serially numbered, piece work—case
lot control tickets or tags.

INTERNATIONAL TICKET CO.

PLANT: NEWARK 4, N. J. Sales offices: New York, Boston, Philadelphia, Baltimore and principal cities.

Eagle

★ **Ottawa**

CORRECTED GRAIN CORRECTED GRAIN
ELK SIDES

★ **Merican**

PRINTS

★ **Tuftoe**

TIPPING

Flexible Splits

SALES OFFICES IN PRINCIPAL CITIES

EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.

And Now!

IDC BEVERLY DIES

**Better than you ever thought they could be made.
Try them and be Convinced!**



Knox Marker Machines and Dies in the Southern, Midwest and Western Territories.

And as always the finest Walker, Clicker, Mallet Handle, Freeman Model N and all other types of Cut-Out, Perforation and Marker Dies.

INDEPENDENT DIE AND SUPPLY CO.
La Salle near Jefferson, St. Louis 4, Mo., Phone: Grand 2143
Associate:
NEW ERA DIE CO., Mapleside Place, Red Lion, Pa.

KORN LEATHER COMPANY

TANNERS OF
Splits
FOR EVERY PURPOSE
Side Leather
MEN'S AND WOMEN'S
IN THE POPULAR PRICED RANGE
PEABODY, MASS., U. S. A.



WINDRAM
Quality
COMBINING — ELASTICIZING
PLASTICS
BACKING CLOTH
WINDRAM
MANUFACTURING COMPANY
Established 1867
3 Dorchester St., So. Boston, Mass.

BUCKLES BY
ORMOND
Roller-Non Roller
Steel or Brass Base
Graceful lines Smooth metal work
Fine finishes Formed tongues

Gilt Bronze
Nickel • Gunmetal • Colors
Representatives in all centers

Complete line **Ormond** Write for Samples
MANUFACTURING COMPANY
3325 Hudson Ave. Union City, N. J.

**Advertise Effectively
and Economically through
LEATHER and SHOES**

& Leather Association has elected the following new officers for 1955: O. E. Dellinger, president; Thomas Reider, first vice-president; Robert Devine, second vice-president; Paul B. Good, secretary-treasurer. The following directors were elected for a three-year term: George C. Kreider, Earl Stoner, R. W. Livingstone, Carl Bachman, Thomas Carfagno.

Tennessee

• The **Sheffield Shoe Co.** has moved into a 7500-square-foot building leased at Martin. The firm makes children's shoes, will employ 50 to 100 people to start. Martin businessmen contributed about \$5,000 to cover the cost of moving the company's facilities from its previous location in Sheffield, Ala.

Wisconsin

• The **International Fur & Leather Workers Union**, local 47, has withdrawn as employee's bargaining agent at Law Tanning Co., Milwaukee. The union representative said the union would request an election in six months, during which "our forces will build up." Law Tanning employs about 70. The company had questioned whether the union represented a majority of its employees.

Washington, D. C.

• **Harold I. Cammer**, attorney for union leader Ben Gold, had his contempt citation case heard this week by the U. S. Court of Appeals. Cammer, during the Gold trial for falsifying his non-Communist affidavit, was found guilty of criminal contempt and was fined \$100 for circulating a questionnaire among members of the grand jury.

• The **United Shoe Workers of America**, CIO, will hold their 1955 convention May 2-6 at the Morrison Hotel, Chicago.

• The two U. S. Census Bureau officials responsible for the complete revision of shoe production figures issued officially last week are both in the hospital. **Alfred I. Jacobs**, chief of the Bureau's apparel section, is under observation at George Washington University Hospital for possible surgery. **Maurice M. Levin**, his assistant, is at Garfield Hospital for treatment of a leg injury.

CLASSIFIED ADVERTISING

Wanted and For Sale

Sewing Machine Wanted

Puritan, Randall, Campbell, Union Lock, Singer, and others.

Address Marek,
17 Lafayette Pl.,
Irvington, N. J.

Bargains

Leather Remnants, and plenty of it. Sorted to specifications. Textiles of all kinds in full piece, remnants and block cuts. Bargains. Only Bargains. 7 Floors of Bargains.
CENTRAL MERCANTILE CO.,
742 W. Taylor St.,
Chicago 7, Ill.

Blue Splits

SHAVED AND LEVELED to your specifications. Any weight and quality to your requirements.

Address N-1,
c/o Leather and Shoes
300 W. Adams St.,
Chicago 6, Ill.

American Tanneries!

WELL-KNOWN Swedish leather importer wants to represent in Sweden one or two of the best American tanneries making leather for the shoe industry.

Address N-6,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Chamois Leather

Full oil tanned, light weight skins, for the Automobile and Store trade. Low prices, prompt delivery.

Woodacre Chamois Co., Ltd.,
Darwen, Lancs., England.

Blue Splits Wanted

BLUE SPLITS WANTED. Car or truckload quantities. Untrimmed. Also Blue Shoulder Splits, etc. Steady user.

Address N-2,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Raw Shearling-Mouton Skin Buyer Available 1955 Season

THOROUGHLY EXPERIENCED all phases from personally selecting skins in hide cellars to preparing them for export most economical way. Wants represent groups of Foreign tanners on commission basis. Personal contacts from hide cellars to front offices. Complete honest service offered. Cover whole USA. Address N-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Help Wanted

Salesman

WANTED. Salesman to cover novelty leather goods, packaging, book binding, and shoe trades. We have extensive line of coated and embossed, saturated and unsaturated papers. Prefer person familiar with one or all of above trades. Must have car. Reply to box Z-1, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Wanted

OLD ESTABLISHED manufacturer of Pigment Finishes requires the services of an expert in pigment finishing shoe & upper leathers. Must be experienced in making tannery demonstrations and be willing to travel. All replies confidential. State age, experience and starting salary. Address N-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Assistant Superintendent

Eastern tanner processing a variety of hides and skins has opening for Assistant Superintendent with experience in the application of procurable synthetic tanning materials. Replies will be kept confidential. Address Box Z-4, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Wanted—Hide Executive

Fine opportunity for top grade hide man, must be experienced in buying and selling hides, have a good reputation and trade following with hide producers and tanners. Reply Box Z-5, c/o Leather and Shoes, 10 High St., Boston, Mass.

Wanted

Capable man to take complete charge as office manager with knowledge of cost and accounting. Preferably one having experience with tannery. Reply to Box Z-2, c/o Leather and Shoes, 10 High St., Boston, Mass.

Agents and Salesmen

SAFETY SHOE Manufacturer looking for agents and salesmen to cover newly-opened profitable industrial territories: exclusive representation; experience and following desired; national reputation and outstanding line. Address N-4, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Salesman-Executive

SPECIALTY LEATHER salesman and business executive with many years of experience in nation-wide sales, sales management and all phases of business. Fully familiar with leather manufacturing principles. Actual tannery experience in sheep leather. Age 33. First class references. Looking for permanent association with future. Address Y-9, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Young, capable chemical superintendent fully experienced in the manufacture of shoe chemicals; latex and celluloid adhesives, edge stains, weld dyes, cleaners, stiffeners, etc. Desires position with progressive concern. Able to assume complete charge of production. Reply to Box Z-3, c/o Leather and Shoes, 10 High St., Boston, Mass.

Situation Wanted

SPLITTER-SUPERVISOR wishes to make change. THOROUGHLY EXPERIENCED IN LIME, CHROME AND VEGETABLE. Whole hide or side machines.

RELIABLE. Best of references furnished. Will travel. PRINCIPALS ONLY.

Address M-12,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

H. SWOBODA & SON, Inc.

1027 N. Bodine St. Phila., Pa.

Base Ball and Whip Leather Mfrs.

SWOTAN

GARMENT HORSE
WORK GLOVE HORSE
(Grain and Splits)

SPORTING GOODS LEATHER
SPECIALTIES
RETAN SOLE LEATHER



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99,

DELAWARE

Deaths

Eugene M. Dawson . . . 60, *shoe machinery executive*, died Nov. 26 at Beverly, Mass., where he had lived the greater part of his life. Born in Fall River, Mass., he was employed by the United Shoe Machinery Corp. as a time study man for the past 30 years and was a member of the Quarter-Century Club. A veteran of World War I, he was a member of Earle T. Wardell Post, American Legion. An ardent bowler, he was a charter member of the B.&O. bowling league. He is survived by his wife, Mrs. Grace (Calkins) Dawson; a son, Robert M. of Beverly; four brothers, Arthur J. of Maynard, Ernest J. of Melrose, George D. and Elmer G., both of Beverly; three grandchildren and several nieces and nephews.

Frank E. Flint . . . 66, *shoe manufacturer*, died Nov. 26 at his home in Beverly, Mass. Owner of the Flint Brothers Shoe Co., he had been in the shoe manufacturing business for 40 years. A life-long resident of Beverly, he was a member of the Bass River Lodge of Odd Fellows and Beverly Lodge, Knights of Pythias. He is survived by his wife, Grace A.; a son, Frank E., Jr.; and three sisters, Mrs. J. Oliver Lyman, Mrs. Willard Foster and Mrs. Harry Brown, all of Beverly.

Samuel K. Smith . . . 63, *leather products manufacturer*, died Nov. 23 in St. Vincent's Hospital, Los Angeles. A resident of Beverly Hills, he was founder and president of a Chicago leather products company bearing his name. He leaves his wife, Rose; two children, two brothers and a sister.

Coming Events

Jan. 15, 1955—Annual Banquet of New England Shoe Superintendents' & Foremen's Association. Hotel Statler, Boston.

Jan. 16-19, 1955.—41st Annual Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association. The Benjamin Franklin, Philadelphia, Pa.

Feb. 19-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

Feb. 27-March 2, 1955—Allied Shoe Products and Style Exhibit for Fall and Winter 1955. Hotel Belmont Plaza, New York City.

March 1-2, 1955 — Official showing of American Leathers for Fall and Winter 1955, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

April 24-27, 1955—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Leading St. Louis hotels.

May 9-11—Spring Meeting of Tanners' Council of America, Inc. Princess Hotel, Hamilton, Bermuda.

May 22-25, 1955 — Annual Convention, American Leather Chemists Association, New Ocean House, Swampscott, Mass.

June 13-14, 1955—Annual Spring Meeting of National Hide Association, French Lick Springs, French Lick, Ind.

Aug. 28-31, 1955—Allied Shoe Products and Style Exhibit for Spring and Summer 1956. Hotel Belmont Plaza, New York City.

August 30-31, 1955—Official showing of American Leathers for Spring and Summer 1956, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

(other People on page 26)

• **W. H. Whipple**, plant engineer of Brown Shoe Company's Fredericktown, Mo., factory, has been moved to the company's new plant at Booneville, Miss., where he will serve in the same capacity. Replacing Whipple at Fredericktown is **Roy Downs**.

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• **J. P. Wright** of McNeillie & Co., Toronto, heads the new Canadian-American Committee of the National Hide Association.

• **Max Frank**, Kaufman Trading Corp., New York, now heads the Import-Export Committee of the National Hide Association.

• **Harry Weg** is reported to have resigned from Tower Shoe Mfg. Corp., New York. New officers are reported to be Emanuel Fox, president; George Arronson, vice-president; Myron Arronson, treasurer; Jule Arronson, secretary.

S. A. CARLOS CASADO LTDA.

Oldest producers of

PARAGUAYAN QUEBRACHO EXTRACT

Brands "Carlos Casado" — solid ordinary "Tanextra"—cold water soluble

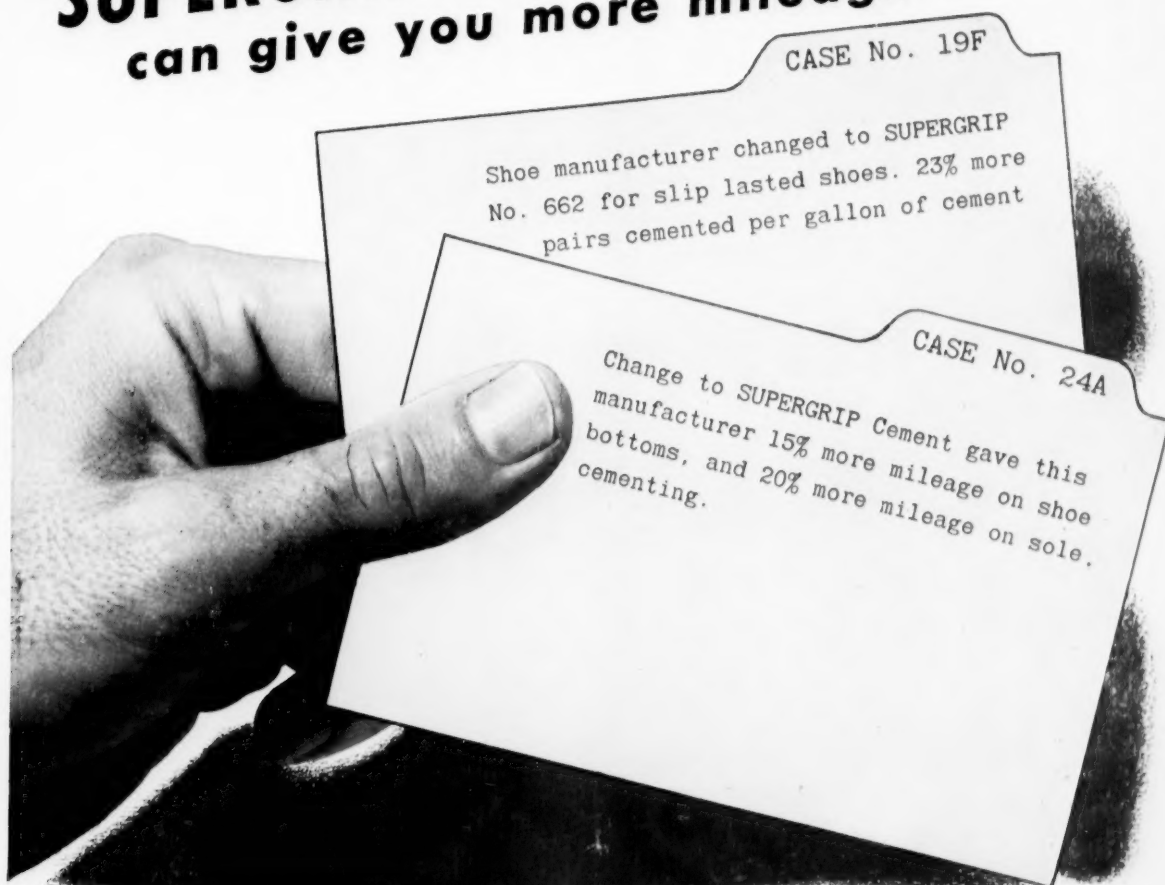
Sold exclusively in U. S., Canada, Mexico, Cuba, Central America through

TAN-AMERICAN CORPORATION

42 Broadway, New York 4, N. Y.

SHOE MANUFACTURERS SAY:

"SUPERGRIP Sole Attaching Cements can give you more mileage".



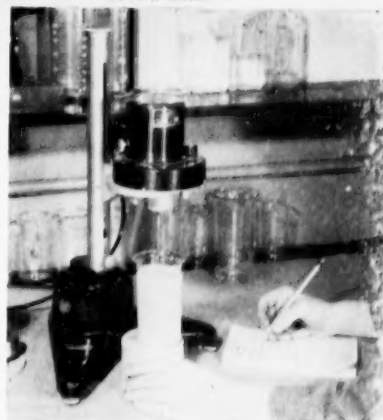
The big reason why you can expect better performance from SUPERGRIP Cements is the thorough milling and blending of materials. SUPERGRIP Cements are more than "just mixed". The basic solids used are blended permanently by breaking down their molecular structure. The result in batch after batch is a cement of smoother flow and uniform viscosity.

In hundreds of shoe factories, the strength and performance of SUPERGRIP Sole Attaching Cements have proved steady and reliable. Arrange now to test SUPERGRIP in your factory, using your shoe materials and methods. Just call the nearest United Branch.


SUPERGRIP Sole Attaching **CEMENTS**

products of B. B. CHEMICAL COMPANY

Distributed by UNITED SHOE MACHINERY CORPORATION • BOSTON, MASSACHUSETTS



Viscosity testing is a major part of the SUPERGRIP QUALITY CONTROL system. Correct cement viscosity results in good machine performance and maximum mileage. All SUPERGRIP Cements are tested on this viscometer to make certain the proper range of viscosity is maintained.



You need the innersoles
we make _____

because we make
the innersoles you need.

Take our *VINAFOAM* for instance

This amazingly soft chlorophyll treated foam rubber combines with sturdy, flexible LYNFLEX to produce an innersole that means extra sales at the fitting-stool. Yes, extra sales and more profit to you.

A boon to the production man, it handles with infinite ease as a regular operation in the making of the shoe.

REMEMBER LYNN—THE RECOGNIZED LEADER
IN MODERN SHOE MATERIALS.



LYNN INNERSOLE CO.

119 BRAINTREE ST.

ALLSTON, MASS.

REPRESENTATIVES: CINCINNATI — Ernie Furstenau; LOS ANGELES — Lee Lasker; ST. LOUIS — Ed "Fats" Schwartz; NEW YORK — Arthur V. Epstein, Sidney Cohen; PENNSYLVANIA — Lou Keith and Chas. Keith; NEW ENGLAND — Frank Denstlov, Hy Feldman, Phil Snider, Dave Harrison; MILWAUKEE and CHICAGO — Phil J. Ott, Jim Ott; NASHVILLE — Ben W. Thompson.